

IN THE UNITED STATES DISTRICT COURT
FOR THE EASTERN DISTRICT OF TEXAS
TEXARKANA DIVISION

ESN, LLC,

Plaintiff,

v.

CISCO SYSTEMS, INC., and

CISCO-LINKSYS, LLC,

Defendants.

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Civil Action No. 5:07-cv-156-DF-CMC

JURY DEMANDED

EXHIBIT B

Peter McAndrews

From: b.hollander5674@gmail.com
Sent: Friday, August 11, 2006 1:36 PM
To: legal@cisco.com
Cc: ggirard@girardcp.com; Peter McAndrews
Subject: Patent application of interest to Cisco

Attachments: ENVELOPE.TXT



ENVELOPE.TXT (2
KB)

To whom it may concern:

I am a Member of ESN, LLC located in Hartford, CT. The other Member of the company is Greg Girard, the inventor of published U.S. Patent Application No. 10/122,589, entitled Distributed Edge Switching System For Voice-Over-Packet Multiservice Network. The Chicago law firm of McAndrews, Held & Malloy is our outside law firm.

We have begun discussions with potential infringers and patent investors who could benefit from owning the application or owning/licensing the patent(s) that issue from the application. Based on our review of publicly available information about certain of Cisco's VoIP products, and Cisco's published U.S. Patent Application No. 2006/0089991, entitled Providing A Proxy Server Feature At An Endpoint, it would appear that Cisco might have an interest in exploring such a business transaction.

We have a clear sense of the type of transaction we would be willing to do now, which we believe would be attractive to Cisco. We would be prepared to share our ideas with you as part of a serious business discussion.

Brian L. Hollander
ESN, LLC
860-916-7200
b.hollander5674@gmail.com

Peter McAndrews

From: b.hollander5674@gmail.com
Sent: Friday, August 11, 2006 1:53 PM
To: dproctor@cisco.com
Cc: ggirard@girardcp.com; Peter McAndrews
Subject: U. S. Patent Application 10/122,589

Attachments: ENVELOPE.TXT



ENVELOPE.TXT (2
KB)

Dear Mr. Proctor,

I am sending this email to you because you appear to be the most appropriate member of the Executive Team listed on the Cisco website to receive a VoIP related communication. I tried to locate inside patent counsel through a Cisco operator, but as I am sure you know this is an impossible task without a name.

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